

Heartland MLS Statistics - Missouri Total

Month of May 2020

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	1,634	660	360	265	345	5,845
New Listings This Month	1,276	605	258	168	190	4,304
Show for Backup This Month	163	56	19	29	18	503
Pending Contracts						
Current Month 2020	1,084	550	240	167	177	3,822
Current Month 2019	1,204	570	215	191	167	4,113
Difference	-120	-20	25	-24	10	-291
% Change	-10%	-4%	12%	-13%	6%	-7%
Year To Date 2020	4,803	2,232	919	750	657	16,161
Year To Date 2019	4,933	2,341	883	788	699	16,961
Difference	-130	-109	36	-38	-42	-800
% Change	-3%	-5%	4%	-5%	-6%	-5%
Closed Sales						
Current Month 2020	960	449	156	138	125	3,175
Current Month 2019	1,206	568	206	174	167	4,140
Difference	-246	-119	-50	-36	-42	-965
% Change	-20%	-21%	-24%	-21%	-25%	-23%
Year To Date 2020	4,106	1,857	676	630	563	13,526
Year To Date 2019	4,242	1,954	722	667	598	14,200
Difference	-136	-97	-46	-37	-35	-674
% Change	-3%	-5%	-6%	-6%	-6%	-5%
Average Sale Price						
Current Month 2020	\$223,734	\$250,578	\$301,976	\$235,109	\$152,898	\$263,249
Current Month 2019	\$214,485	\$231,680	\$314,934	\$263,643	\$158,646	\$259,111
Difference	9,249	18,898	-12,958	-28,534	-5,749	4,139
% Change	4%	8%	-4%	-11%	-4%	2%
Year To Date 2020	\$210,213	\$234,837	\$288,502	\$239,112	\$172,164	\$256,354
Year To Date 2019	\$206,455	\$228,545	\$292,762	\$238,399	\$155,056	\$246,695
Difference	3,758	6,292	-4,260	713	17,108	9,659
% Change	2%	3%	-1%	0%	11%	4%

Pending Contracts = Pending or Sold status and Contract date within time period specified

Closed Sales = Sold status with Settlement Date within time period Specified

Show for Backup Contracts = Show for Backup status and Contract date within time period specified

Heartland MLS Statistics - Missouri New Homes

Month of May 2020

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	383	218	145	66	23	1,557
New Listings This Month	104	77	50	22	10	400
Show for Backup This Month	10	9	0	2	0	31
Pending Contracts						
Current Month 2020	91	87	49	30	5	454
Current Month 2019	77	63	40	25	9	382
Difference	14	24	9	5	-4	72
% Change	18%	38%	23%	20%	-44%	19%
Year To Date 2020	457	353	222	158	20	2,074
Year To Date 2019	327	298	182	159	32	1,789
Difference	130	55	40	-1	-12	285
% Change	40%	18%	22%	-1%	-38%	16%
Closed Sales						
Current Month 2020	85	62	30	28	5	364
Current Month 2019	67	70	44	36	11	415
Difference	18	-8	-14	-8	-6	-51
% Change	27%	-11%	-32%	-22%	-55%	-12%
Year To Date 2020	344	263	125	136	23	1,601
Year To Date 2019	291	244	133	140	31	1,503
Difference	53	19	-8	-4	-8	98
% Change	18%	8%	-6%	-3%	-26%	7%
Average Sale Price						
Current Month 2020	\$361,246	\$363,162	\$416,378	\$333,015	\$246,180	\$402,925
Current Month 2019	\$345,494	\$347,682	\$416,914	\$327,527	\$235,523	\$402,043
Difference	15,752	15,480	-536	5,488	10,657	882
% Change	5%	4%	0%	2%	5%	0%
Year To Date 2020	\$365,483	\$352,020	\$391,207	\$322,729	\$266,120	\$407,953
Year To Date 2019	\$352,309	\$352,763	\$409,283	\$310,403	\$228,874	\$396,928
Difference	13,174	-743	-18,076	12,326	37,246	11,025
% Change	4%	0%	-4%	4%	16%	3%

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Show for Backup Contracts = Show for Backup status and Contract date within time period specified

Heartland MLS Statistics - Missouri Resale

Month of May 2020

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	1,251	442	215	199	321	4,273
New Listings This Month	1,172	528	208	146	180	3,904
Show for Backup This Month	153	47	19	27	18	472
Pending Contracts						
Current Month 2020	993	463	191	137	172	3,365
Current Month 2019	1,127	507	175	166	157	3,720
Difference	-134	-44	16	-29	15	-355
% Change	-12%	-9%	9%	-17%	10%	-10%
Year To Date 2020	4,346	1,879	697	592	633	14,059
Year To Date 2019	4,606	2,043	701	629	661	15,111
Difference	-260	-164	-4	-37	-28	-1,052
% Change	-6%	-8%	-1%	-6%	-4%	-7%
Closed Sales						
Current Month 2020	875	387	126	110	119	2,807
Current Month 2019	1,139	498	162	138	153	3,709
Difference	-264	-111	-36	-28	-34	-902
% Change	-23%	-22%	-22%	-20%	-22%	-24%
Year To Date 2020	3,762	1,594	551	494	534	11,896
Year To Date 2019	3,951	1,710	589	527	560	12,632
Difference	-189	-116	-38	-33	-26	-736
% Change	-5%	-7%	-6%	-6%	-5%	-6%
Average Sale Price						
Current Month 2020	\$210,376	\$232,541	\$274,737	\$210,187	\$148,549	\$245,371
Current Month 2019	\$206,778	\$215,374	\$287,235	\$246,977	\$154,721	\$243,868
Difference	3,597	17,167	-12,498	-36,790	-6,173	1,503
% Change	2%	8%	-4%	-15%	-4%	1%
Year To Date 2020	\$196,015	\$215,503	\$265,203	\$216,092	\$168,818	\$236,308
Year To Date 2019	\$195,713	\$210,820	\$266,451	\$219,271	\$151,849	\$229,626
Difference	302	4,682	-1,248	-3,179	16,969	6,683
% Change	0%	2%	0%	-1%	11%	3%

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Closed Sales = Sold status with Settlement Date within time period Specified

Show for Backup Contracts = Show for Backup status and Contract date within time period specified